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NAFA

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CHAIRMAN I.B. PICKETT RECEIVES NAFA'S DISTINGUISHED SERVICE AWARD

NAFA'S 1987 New Car Acquisition Survey

page 20

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NAFA's New Car Survey:

NAFA's 1987 New Car Acquisition Survey had a record number 432 responses from fleets in the United States and Canada. These fleets are responsible for 362,307 vehicles, of which 194,125 are company-owned, 151,276 are leased and 16,906 are employee-owned.

Almost 50 percent (48.2) of these vehicles are mid-size; 31.1 percent are compact; 15.1 percent are large, and five and one-half percent are sub-compacts.

These numbers make NAFA's New Car Acquisition Survey, by far, the broadest and most comprehensive survey of its kind. A similar survey by another organization garnered only 177 responses — less than half of those represented here.

Respondents said they will purchase at least 93,829 1987 model year vehicles. This year, however, the trend set from 1984 to 1986 where the percent of mid-size cars purchased increased steadily each year, was slowed. In 1984, 35 percent of new cars purchased were expected to be mid-size; in 1985, 54 percent, and last year, 67 percent. This year, 57.8 percent of new car purchases are expected to be mid-size. While mid-size car purchases seem to have slowed, they are by far the largest component of responding fleets. Also, 23.9 percent of new purchases will be compact vehicles; 12 percent large vehicles, and 6.3 percent sub-compacts.

These fleets also said they will purchase 1,350 import vehicles in the upcoming model year. This number is deceptive, however, since one fleet alone plans to buy 379 import vehicles. Last year 1,006 imports were purchased.

Almost 300 fleet managers said they are responsible for purchasing corporate vehicles assigned to company executives. The 297 positive respondents purchased 6,087 executive cars last year. Also, 90 fleet managers purchase approximately 600 vehicles for use in executive car pools and 65 managers purchase almost 800 personally-owned executive vehicles. These numbers are indicative of the ever-increasing responsibilities of today's fleet managers.

An overwhelming majority, 94 percent, of the respondents said lower gasoline prices will not affect their fleet car selection for the 1987 model year. Of those fleets which said gasoline prices would affect their car selection, eight said they would probably change from six cylinder vehicles to four cylinders, but five fleets said they would change from four cylinder to six cylinder vehicles. Others said the money saved from lower gasoline prices would allow them to purchase additional optional equipment on vehicles.

More than 90 percent (93.3) of respondents also said the elimination of the investment tax credit (ITC) would not affect their 1987 fleet car selection. Of those fleets saying ITC elimination would affect car selection, almost all said they would be forced to eliminate some options on their selector lists.

Of fleets which purchased some of their vehicles with fleet incentive programs, 254 said they purchased from 80 to 100 percent of their vehicles with these programs. This compares with 274 fleets who said they purchased from one to 79 percent of their vehicles with fleet incentive programs.

Of 432 possible responses, 232 fleets give vehicle operators their choice of make of vehicle; 164 give them choice of model of vehicle; 155 give them choice of vehicle accessories, and 51 give them choice of engine type.

Number of Imports Purchased

Group	1986	1987
Banking & Credit Agencies/Financial	25	30
Public Utility	250	200
Chemical & Petroleum	5	6
Food & Beverage	48	38
Consumer Manufacturing	84	25
Drugs & Cosmetics	277	310
Government	0	0
Insurance	7	379*
Industrial Manufacturing	15	29
Other/Miscellaneous	295	333
TOTALS	**1,006**	**1,350**

*378 By one fleet

These numbers show that most responding fleet groups will buy approximately the same number of 1987 imports as they did in 1986. However, if the one fleet buying 378 imports were eliminated, the total imports scheduled for purchase in 1987 would be less than those purchased in 1986. As it stands, six groups will buy more imports than last year, three groups will buy less, and one will remain the same. Imports compose 1.4 percent of all 1987 model year purchases.

Charts Tell the Story

Fleets Giving Operator Choice of Items

Group	Make	Model	Engine	Accessories	Color
Banking and Credit	4	3	0	2	9
Public Utility	4	2	1	1	3
Chemical and Petroleum	23	17	6	10	26
Food and Beverage	22	20	6	15	31
Consumer Manufacturing	29	17	6	14	30
Drugs and Cosmetics	30	21	4	26	34
Government	1	2	3	3	4
Insurance	29	18	3	19	51
Industrial Manufacturing	44	32	11	35	57
Other/Miscellaneous	46	32	11	30	58
TOTALS	**232**	**164**	**51**	**155**	**303**

(All totals are out of a possible 432 responses)

New Car Acquisition Summary

		Current Composition									Breakdown			
Group	Number of Cars	Company Owned	Leased	Employee Owned	Sub-Compact	Compact	Mid-Size	Large	1986 New Car Purchases	1987 New Car Purchases	Sub-Compact	Compact	Mid-Size	Large
Banking & Credit Agencies/Financial (11)	2,449	1,498	901	50	15	362	1,709	185	612	659	0	84	491	24
Public Utility (24)	39,145	32,144	5,999	1,002	8,033	24,880	3,594	999	4,104	5,604	2,313	2,440	764	101
Chemical & Petroleum (29)	15,978	7,249	8,600	129	13	504	7,730	2,499	4,182	4,235	25	510	3,008	642
Food & Beverage (34)	25,093	14,152	9,912	1,029	1,011	11,646	10,071	1,431	9,826	9,774	765	3,454	4,529	451
Consumer Manufacturing (42)	36,424	19,361	16,374	689	707	5,020	19,548	1,701	12,864	12,507	2	925	9,456	807
Drugs & Cosmetics (43)	29,611	2,316	27,169	126	233	2,061	23,761	2,357	11,380	12,014	0	431	10,742	846
Government (44)	53,800	62,869	931	0	3,294	10,341	10,825	23,649	9,564	11,194	1,416	2,011	2,136	5,619
Insurance (52)	44,781	20,599	18,214	5,968	372	15,732	13,859	1,431	13,059	12,478	86	5,655	6,185	324
Industrial Manufacturing (68)	39,577	6,922	25,326	7,329	21	10,535	18,478	2,016	9,709	10,953	0	4,232	6,271	451
Other/ Miscellaneous (85)	65,449	27,015	37,850	584	2,216	8,241	28,944	7,180	19,093	16,978	1,336	2,672	10,574	2,041
TOTALS (432)	**362,307**	**194,125**	**151,276**	**16,906**	**15,915**	**89,322**	**138,519**	**43,448**	**94,393**	**96,396**	**5,943**	**22,414**	**54,166**	**11,306**
Percent of Total	100%	54%	42%	4%	6%	31%	48%	15%			6.2%	23.2%	56.2%	11.7%

432 fleets, responsible for 362,307 vehicles, responded to NAFA's 1987 New Car Acquisition Survey. More than half of the vehicles represented in this survey are company-owned, contrary to some current reports that most fleets are leasing their vehicles. Also, almost half of the vehicles represented in this survey are mid-size, which has been the case for the past three years. The number of expected purchases of 1987 model year vehicles has increased from last year, and again, more than half of these vehicles will be mid-size.

EPA's 1987 Estimated Gas Mileage Figures

Here are the EPA mileage rates for all vehicles sold in the United States except California.

MPG Cty	MPG Hwy	Make	Trans-mission	CID	Cyl.
		Sub-Compact Cars			
44	49	Pontiac Firefly	M5	61	3
44	49	Suzuki Forsa	M5	61	3
44	49	Chevy Sprint	M5	61	3
38	40	Pontiac Firefly	A3	61	3
38	40	Suzuki Forsa	A3	61	3
38	40	Chevy Sprint	A3	61	3
38	41	Subaru Justy	M5	73	3
37	43	Honda Civic	M4	82	4
37	41	Isuzu I-Mark	M5	90	4
37	41	Chevy Spectrum	M5	90	4
37	41	Pontiac Sunburst	M5	90	4
36	41	Toyota Tercel	M4	89	4
34	38	Dodge Colt	M4	90	4
34	38	Plymouth Colt	M4	90	4
34	38	Mitsubishi Mirage	M4	90	4
33	39	Isuzu I-Mark	M5	90	4
32	37	Dodge Colt	M5	90	4
32	37	Plymouth Colt	M5	90	4
32	37	Mitsubishi Mirage	M5	90	4
32	40	Nissan Sentra Honeybee	M5	98	4
31	33	Isuzu I-Mark	A3	90	4
31	33	Chevy Spectrum	A3	90	4
31	36	Subaru Hatchback	M4	97	4
31	33	Pontiac Sunburst	A3	90	4
31	38	Toyota Tercel	M5	89	4
30	35	Honda Civic	M5	91	4
29	33	Dodge Colt	L3	90	4
29	33	Plymouth Colt	L3	90	4
29	33	Mitsubishi Mirage	L3	90	4
29	34	Toyota Tercel	L3	89	4
28	35	Renault Alliance Cnv	M5	105	4
28	34	Chevy Chevette CS	M4	98	4
28	33	Toyota Corolla Sport	M5	97	4
28	32	Subaru Hatchback	M5	97	4
28	34	Pontiac 1000	M4	98	4
27	34	Toyota Celica	M5	122	4
27	35	Chevy Chevette CS	M5	98	4
27	32	Honda Civic	L4	91	4
27	33	Toyota Corolla Sport	L4	97	4
27	30	Nissan Sentra Honeybee	L3	98	4
27	35	Pontiac 1000	M5	98	4
26	34	Toyota Celica	L4	122	4
26	32	Toyota Corolla Sport	M5	97	4
26	30	Volkswagen Fox	M4	109	4
26	30	Honda Integra	M5	97	4
26	32	Nissan Pulsar NX	M5	98	4
26	35	Nissan Sentra Coupe	M5	98	4
26	36	Pontiac Sunbird Conv	M5	122	4
25	33	Chevy Cavalier Conv	M4	121	4
25	34	Chevy Cavalier Conv	M5	121	4
25	35	Dodge Charger	M5	135	4
25	30	Chevy Chevette CS	L3	98	4
25	31	Dodge Colt	M5	98	4
25	31	Plymouth Colt	M5	98	4
25	32	Mitsubishi Cordia	M5	122	4
25	29	Toyota Corolla FX16	M5	97	4
25	31	Honda Integra	L4	97	4
25	31	Mitsubishi Mirage	M5	98	4
25	31	Ford Mustang	M5	140	4
25	31	Honda Prelude	M5	119	4
25	31	Honda Prelude	M5	112	4
25	31	Nissan Sentra Coupe	L3	98	4
25	32	Subaru XT	M5	109	4
25	35	Plymouth Turismo	M5	135	4
25	30	Pontiac 1000	L3	98	4
25	30	Audi 4000	M5	109	4
24	31	Chevy Cavalier Conv	L3	121	4
24	26	Dodge Colt	L3	98	4
24	26	Plymouth Colt	L3	98	4
24	26	Mitsubishi Cordia	L3	122	4
24	30	Toyota Corolla FX16	L4	97	4
24	28	Renault GTA Conv	M5	120	4
24	26	Mitsubishi Mirage	L3	98	4
24	30	Honda Prelude	L4	119	4
24	28	Nissan Pulsar NX	L3	98	4
24	29	Volkswagen Scirocco	M5	109	4
24	27	Subaru XT	L3	109	4
24	30	Pontiac Sunbird Conv	L3	122	4
24	26	Mitsubishi Tredia	L3	122	4
24	31	Mitsubishi Tredia	M5	122	4
23	28	Renault Alliance Conv	A3	105	4
23	29	Toyota Celica	L4	122	4
23	29	Toyota Celica	M5	122	4
23	27	Dodge Charger	A3	135	4
23	30	Honda Prelude	L4	112	4
23	30	Nissan Pulsar NX	M5	98	4
23	25	Volkswagen Scirocco	A3	109	4
23	28	Volkswagen Scirocco 16V	M5	109	4
23	25	Subaru Hatchback	L3	109	4
23	28	Subaru XT	M5	109	4
23	27	Subaru XT 4WD	M5	109	4
23	27	Plymouth Turismo	A3	135	4
23	27	Audi 4000	A3	109	4
22	29	Mitsubishi Cordia	M5	110	4
22	27	Dodge Daytona	L3	152	4
22	32	Dodge Daytona	M5	152	4
22	27	Chrysler LeBaron Conv	L3	152	4
22	32	Chrysler LeBaron Conv	M5	152	4
22	24	Subaru XT	L3	109	4
22	24	Subaru XT 4WD	A3	109	4
22	29	Mitsubishi Tredia	M5	110	4
22	28	Nissan 200SX	M5	120	4
21	26	Saab 900 Conv	M5	121	4
21	31	Pontiac Sunbird Conv	M5	121	4
21	27	Nissan 200SX	L4	120	4
21	28	BMW 3-Series	M5	164	6
20	26	Chevy Cavalier Conv	L3	173	6
20	29	Dodge Daytona	M5	135	4
20	29	Dodge Lancer Conv	M5	135	4
20	29	Chrysler Laser/ Daytona	M5	135	4
20	29	Chrysler LeBaron Conv	M5	135	4
20	27	Pontiac Sunbird Conv	L3	121	4
20	27	BMW 3-Series	L4	164	6
19	27	Chevy Camaro	L4	173	6
19	27	Chevy Cavalier Conv	M5	173	6
19	28	Dodge Charger	M5	135	4
19	25	Audi Coupe GT	M5	136	5
19	24	Dodge Daytona	A3	135	4
19	27	Pontiac Firebird/ Trans AM/Formula	L4	173	6
19	24	Dodge Lancer Conv	A3	135	4
19	24	Chrysler Laser/Daytona	A3	135	4
19	24	Chrysler LeBaron Conv	A3	135	4
19	26	Nissan 200 SX	M5	181	6
18	24	Chrysler Conquest	L4	156	4
18	23	Chrysler Conquest	M5	156	4
18	23	Audi Coupe GT	A3	136	5

(Continued on page 32)

EPA Gas Mileage Figures

(Continued from page 30)

MPG Cty	MPG Hwy	Make	Trans-mission	CID	Cyl.
18	24	Alfa Romeo Milano	M5	152	6
18	27	Ford Mustang	L4	302	8
18	21	Saab 900 Conv	A3	121	4
18	24	Mitsubishi Starion	L4	156	4
18	23	Mitsubishi Starion	M5	156	4
18	23	Toyota Supra	L4	180	6
18	23	Toyota Supra	L4	180	6
18	23	Toyota Supra	M5	180	6
18	26	Nissan 200SX	L4	181	6
18	26	Nissan 300 ZX 2+2	L4	181	6
18	26	Nissan 300ZX 2+2	M5	181	6
18	22	Audi 4000CS Quattro	M5	136	5
17	25	Chevy Camaro	L4	305	8
17	24	Chevy Camaro	L4	305	8
17	26	Chevy Camaro	M5	173	6
17	25	Pontiac Firebird/ Trans AM/Formula	L4	305	8
17	24	Pontiac Firebird/ Trans AM/Formula	L4	305	8
17	26	Pontiac Firebird/ Trans AM/Formula	M5	173	6
17	23	Toyota Supra	M5	180	6
16	25	Chevy Camaro	L4	350	8
16	25	Chevy Camaro	M5	305	8
16	25	Pontiac Firebird/ Trans AM/Formula	L4	350	8
16	25	Pontiac Firebird/ Trans AM/Formula	M5	305	8
16	21	BMW 6-Series	L4	209	6
16	22	BMW 6-Series	M5	209	6
		Compact Cars			
37	45	Ford Escort	M5	122	4
37	45	Lincoln/Mercury Lynx	M5	122	4
36	41	Volkswagen Golf	M5	97	4
34	41	Renault Alliance	M4	85	4
33	40	Renault Alliance	M5	85	4
30	37	Toyota Corolla	M5	97	4
29	37	Renault Alliance	M5	105	4
29	37	Chevy Nova	M5	97	4
28	32	Toyota Corolla	L3	97	4
28	35	Toyota Corolla	L4	97	4
28	34	Mazda 323	M5	98	4
28	32	Chevy Nova	L3	97	4
28	35	Nissan Sentra	M5	98	4
27	34	Honda Accord	M5	119	4
27	31	Renault Alliance	A3	85	4
27	34	Toyota Camry	M5	122	4
26	36	Oldsmobile Firenza	M5	122	4
26	34	Volkswagen Golf	M5	109	4
26	30	Renault GTA	M5	120	4
26	31	Volkswagen GTI	M5	109	4
26	34	Volkswagen Jetta	M5	109	4
26	31	Volkswagen Jetta GLI	M5	109	4
26	30	Ford Laser	M4	98	4
26	30	Mazda 323	M4	98	4
26	32	Mazda 626	M5	122	4
26	30	Nissan Sentra	L3	98	4
26	36	Buick Skyhawk	M5	122	4
26	36	Pontiac Sunbird	M5	122	4
25	31	Honda Accord	M5	119	4
25	34	Chevy Beretta	M5	121	4
25	31	Toyota Camry	L4	122	4
25	33	Chevy Cavalier	M4	121	4
25	34	Chevy Cavalier	M5	121	4
25	34	Cadillac Cimarron	M5	121	4
25	34	Chevy Corsica	M5	121	4
25	34	Ford Escort	M5	113	4
25	31	Oldsmobile Firenza	L3	122	4
25	33	Oldsmobile Firenza	M4	121	4
25	34	Plymouth Horizon	M5	135	4
25	30	Ford Laser	A3	98	4
25	34	Lincoln-Mercury Lynx	M5	113	4
25	30	Mazda 323	A3	98	4
25	34	Dodge Omni	M5	135	4
25	33	Dodge Shadow	M5	135	4
25	31	Buick Skyhawk	L3	122	4
25	33	Buick Skyhawk	M4	121	4
25	31	Subaru Sedan 3-Door	M5	109	4
25	31	Pontiac Sunbird	L3	122	4
25	33	Pontiac Sunbird	M4	121	4
25	32	Plymouth Sundance	M5	135	4
25	34	Ford Tempo	M5	140	4
25	34	Lincoln-Mercury Topaz	M5	140	4
24	30	Honda Accord	L4	119	4
24	29	Renault Alliance	A3	105	4
24	30	Chevy Beretta	L3	121	4
24	31	Chevy Cavalier	L3	121	4
24	31	Chevy Corsica	L3	121	4
24	31	Oldsmobile Firenza	L3	121	4
24	27	Volkswagen Jetta GLI	A3	109	4
24	31	Buick Skyhawk	L3	121	4
24	26	Subaru Sedan 3-Door	L3	109	4
24	27	Peugeot 505 Sedan	L4	152	4
23	30	Cadillac Cimarron	L3	121	4
23	27	Volkswagen Golf	A3	109	4
23	28	Volkswagen GTI 16V	M5	109	4
23	27	Plymouth Horizon	A3	135	4
23	27	Volkswagen Jetta	A3	109	4
23	29	Volkswagen Jetta GLI 16V	M5	109	4
23	29	Mazda 626	L4	122	4
23	27	Dodge Omni	A3	135	4
23	27	Dodge Shadow	A3	135	4
23	28	Nissan Stanza	M5	120	4
23	28	Subaru Sedan/3-Door	M5	109	4
23	28	Plymouth Sundance	A3	135	4
22	32	Oldsmobile Calais	L3	151	4
22	33	Oldsmobile Calais	M5	151	4
22	32	Pontiac Grand AM	L3	151	4
22	32	Pontiac Grand AM	M5	151	4
22	28	Mazda 626	M5	122	4
22	32	Buick Somerset/ Skylark	L3	151	4
22	32	Buick Somerset/ Skylark	M5	151	4
22	25	Subaru Sedan/3-Door	A3	109	4
22	25	Subaru Sedan/3-Door 4WD Turb	M5	109	4
22	27	Ford Tempo	A3	140	4
22	30	Ford Tempo	M5	140	4
22	27	Lincoln-Mercury Topaz	A3	140	4
22	30	Lincoln-Mercury Topaz	M5	140	4
22	28	Volvo 240DL/240GL	M5	141	4
21	31	Pontiac Grand AM	M5	121	4
21	26	Saab 900	M5	121	4
21	27	Saab 900	M5	121	4
21	27	Buick Skyhawk	L3	121	4
21	31	Buick Skyhawk	M5	121	4
21	27	Nissan Stanza	L4	120	4
21	23	Subaru Sedan/3-Door 4WD Turb	A3	109	4
21	27	Pontiac Sunbird	L3	121	4
21	31	Pontiac Sunbird	M5	121	4
21	24	Volvo 240DL/240GL	A4	141	4
20	26	Chevy Beretta	L3	173	6
20	26	Chevy Cavalier	L3	173	6
20	26	Cadillac Cimarron	L3	173	6
20	26	Chevy Corsica	L3	173	6
20	26	Oldsmobile Firenza	L3	173	6
20	27	Mitsubishi Galant	L4	143	4
20	27	Mitsubishi Galant	M5	143	4
20	27	Pontiac Grand AM	L3	121	4
20	29	Dodge Shadow	M5	135	4
20	29	Plymouth Sundance	M5	135	4
20	23	Ford Tempo All Wheel Drive	A3	140	4

MPG Cty	MPG Hwy	Make	Trans-mission	CID	Cyl.
20	23	Lincoln-Mercury Topaz All Wheel Drive	A3	140	4
20	24	BMW 5-Series	M5	164	6
20	23	Peugeot 505 Sedan	L4	132	4
20	23	Peugeot 505 Sedan	L4	120	4
19	27	Chevy Beretta	M5	173	6
19	27	Oldsmobile Calais	L3	181	6
19	27	Chevy Cavalier	M5	173	6
19	27	Cadillac Cimarron	M5	173	6
19	27	Chevy Corsica	M5	173	6
19	24	Toyota Cressida	M5	168	6
19	27	Oldsmobile Firenza	M5	173	6
19	27	Pontiac Grand AM	L3	181	6
19	28	Dodge Omni	M5	135	4
19	24	Volkswagen Quantum	M5	136	5
19	21	Saab 900	A3	121	4
19	23	Dodge Shadow	A3	135	4
19	28	Dodge Shadow	M5	135	4
19	27	Buick Somerset/Skylark	L3	181	6
19	23	Plymouth Sundance	A3	135	4
19	28	Plymouth Sundance	M5	135	4
19	22	Peugeot 505 Sedan	L4	131	4
19	24	Peugeot 505 Sedan	M5	131	4
18	27	Lincoln-Mercury Cougar	L4	302	8
18	24	Toyota Cressida	L4	168	6
18	27	Nissan Maxima	L4	181	6
18	24	Nissan Maxima	M5	181	6
18	22	Volkswagen Quantum	A3	136	5
18	23	Ford Thunderbird	L4	302	8
18	22	BMW 5-Series	L4	164	6
18	21	Peugeot 505 Sedan	L4	174	6
18	22	Peugeot 505 Sedan	M5	132	4
18	19	Peugeot 505 Sedan	M5	174	6
16	20	BMW 5-Series	L4	209	6
16	21	BMW 5-Series	M5	209	6
15	19	BMW 7-Series	L4	209	6
15	20	BMW 7-Series	M5	209	6
		Mid-Size Cars			
25	32	Dodge Aries	M5	135	4
25	32	Plymouth Reliant	M5	135	4
24	32	Dodge Lancer	M5	135	4
24	32	Chrysler LeBaron GTS	M5	135	4
23	28	Dodge Aries	A3	135	4
23	26	Plymouth Caravelle	A3	135	4
23	26	Dodge Lancer	A3	135	4
23	26	Chrysler LeBaron	A3	135	4
23	26	Chrysler LeBaron GTS	A3	135	4
23	28	Plymouth Reliant	A3	135	4
23	26	Dodge 600	A3	135	4
23	28	Volvo 740/760	M4	141	4
22	27	Dodge Aries	L3	152	4
22	27	Plymouth Caravelle	L3	152	4
22	32	Chevy Celebrity	L3	151	4
22	32	Buick Century	L3	151	4
22	32	Oldsmobile Cutlass Ciera	L3	151	4
22	27	Dodge Lancer	L3	152	4
22	32	Dodge Lancer	M5	152	4
22	27	Chrysler LeBaron	L3	152	4
22	32	Chrysler LeBaron	M5	152	4
22	27	Chrysler LeBaron GTS	L3	152	4
22	32	Chrysler LeBaron GTS	M5	152	4
22	27	Chrysler New Yorker	L3	152	4
22	27	Plymouth Reliant	L3	152	4
22	27	Dodge 600	L3	152	4
22	32	Pontiac 6000	L3	151	4
22	25	Volvo 740/760	L4	141	4
20	26	Chevy Celebrity	L3	173	6
20	28	Chevy Celebrity	L4	173	6
20	26	Buick Century	L3	173	6
20	26	Buick Century	L4	173	6
20	26	Oldsmobile Cutlass Ciera	L3	173	6
20	28	Oldsmobile Cutlass Ciera	L4	173	6
20	29	Dodge Lancer	M5	135	4
20	29	Chrysler LeBaron	M5	135	4
20	29	Chrysler LeBaron GTS	M5	135	4
20	26	Pontiac 6000	L3	173	6
20	25	Volvo 740/760	M4	141	4
19	24	Plymouth Caravelle	A3	135	4
19	27	Chevy Celebrity	M5	173	6
19	24	Oldsmobile Cutlass Supreme	L3	231	6
19	24	Pontiac Grand Prix	L3	231	6
19	24	Pontiac Grand Prix	L3	262	6
19	26	Pontiac Grand Prix	L4	262	6
19	24	Dodge Lancer	A3	135	4
19	24	Chrysler LeBaron	A3	135	4
19	24	Chrysler LeBaron GTS	A3	135	4
19	24	Chevy Monte Carlo	L3	262	6
19	26	Chevy Monte Carlo	L4	262	6
19	24	Chrysler New Yorker	A3	135	4
19	24	Buick Regal	L3	231	6
19	26	Audi 5000S	M5	136	5
19	24	Dodge 600	A3	135	4
19	27	Pontiac 6000	L4	173	6
19	27	Pontiac 6000	M5	173	6
19	22	Volvo 740/760	A4	141	4
18	25	Oldsmobile Cutlass Supreme	L4	307	8
18	25	Buick Regal	L4	307	8
18	22	Audi 5000CS Turbo	A3	136	5
18	26	Audi 5000CS Turbo	M5	136	5
18	22	Audi 5000S	A3	136	5
17	27	Lincoln-Mercury Continental	L4	302	8
17	23	Oldsmobile Cutlass Supreme	L3	307	8
17	25	Cadillac Eldorado	L4	249	8
17	24	Pontiac Grand Prix	L4	305	8
17	27	Lincoln-Mercury Mark VII	L4	302	8
17	24	Chevy Monte Carlo	L4	305	8
17	23	Buick Regal	L3	307	8
17	25	Buick Regal	L4	231	6

(Continued on page 34)

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EPA Gas Mileage Figures

(Continued from page 33)

MPG Cty	MPG Hwy	Make	Trans-mission	CID	Cyl.
17	25	Cadillac Seville	L4	249	8
17	25	Audi 5000CS Quattro	M5	136	5
16	21	Dodge Diplomat	L3	318	8
16	21	Plymouth Gran Fury	L3	318	8
16	21	Chrysler Newport/ Fifth Avenue	L3	318	8
		Large Cars			
21	28	Saab 9000	M5	121	4
21	26	Saab 9000	M5	121	4
19	26	Saab 9000	A4	121	4
18	25	Cadillac Brougham	L4	307	8
18	23	Chevy Caprice	L3	262	6
18	25	Chevy Caprice	L4	307	8
18	27	Chevy Caprice	L4	262	6
17	25	Cadillac Fleetwood/DeVille	L4	302	8
17	24	Cadillac Limousine	L4	249	8
17	27	Ford LTD Crown Victoria	L4	302	8
17	27	Lincoln-Mercury Town Car	L4	305	8
16	24	Chevy Caprice	L4	305	8
		Small Station Wagons			
30	35	Honda Civic Wgn	M5	91	4
29	31	Toyota Tercel Wgn 2WD	A3	89	4
29	36	Toyota Tercel Wgn 2WD	M5	89	4
28	32	Honda Civic Wgn	L4	91	4
28	33	Mazda 323 Wgn	M5	98	4
28	35	Nissan Sentra Wgn	M5	98	4
27	34	Toyota Camry Wgn	M5	122	4
26	36	Oldsmobile Firenza Cruiser	M5	122	4
26	30	Volkswagen Fox GL Wgn	M4	109	4
26	36	Buick Skyhawk Wgn	M5	122	4
26	36	Pontiac Sunbird Wgn	M5	122	4
26	30	Toyota Tercel Wgn 4WD	M5	89	4
25	31	Toyota Camry Wgn	L4	122	4
25	33	Chevy Cavalier Wgn	M4	121	4
25	34	Chevy Cavalier Wgn	M5	121	4
25	29	Honda Civic Wgn 4WD	M5	91	4
25	31	Oldsmobile Firenza Cruiser	L3	122	4
25	33	Oldsmobile Firenza Cruiser	M4	121	4
25	30	Mazda 323 Wgn	A3	98	4
25	29	Nissan Sentra Wgn	L3	98	4
25	33	Buick Skyhawk Wgn	M4	121	4
25	30	Subaru Wgn	M5	109	4
25	31	Pontiac Sunbird Wgn	L3	122	4
25	33	Pontiac Sunbird Wgn	M4	121	4
24	31	Chevy Cavalier Wgn	L3	121	4
24	29	Dodge Colt Vista	M5	122	4
24	29	Plymouth Colt Vista	M5	122	4
24	31	Oldsmobile Firenza Cruiser	L3	121	4
24	28	Nissan Sentra Wgn 4WD	M5	98	4
24	31	Buick Skyhawk Wgn	L3	121	4
24	30	Buick Skyhawk Wgn	L3	122	4
24	26	Subaru Wgn	L3	109	4
24	25	Toyota Tercel Wgn 4WD	A3	89	4
23	24	Dodge Colt Vista	L3	122	4
23	24	Plymouth Colt Vista	L3	122	4
23	24	Mitsubishi Space Wgn	L3	122	4
23	28	Subaru Wgn	M5	109	4
22	24	Subaru Wgn	A3	109	4
22	25	Subaru Wgn 4WD Turbo	M5	109	4
21	23	Subaru Wgn 4WD Turbo	A3	109	4
19	23	Volkswagen Quantum Wgn	M5	136	5
18	24	Nissan Maxima Wgn	L4	181	6
18	22	Volkswagen Quantum Wgn	A3	136	5
17	21	Volkswagen Quantum Syncro Wgn	M5	136	5

MPG Cty	MPG Hwy	Make	Trans-mission	CID	Cyl.
		Mid-Size Station Wagons			
24	32	Dodge Aries Wgn	M5	135	4
24	32	Plymouth Reliant Wgn	M5	135	4
24	27	Peugeot 505 Station Wgn	L4	152	4
23	26	Dodge Aries Wgn	A3	135	4
23	26	Plymouth Reliant Wgn	A3	135	4
23	27	Mercedes-Benz 300TD	A4	183	6
22	27	Dodge Aries Wgn	L3	152	4
22	32	Chevy Celebrity Wgn	L3	151	4
22	27	Plymouth Reliant Wgn	L3	152	4
22	28	Nissan Stanza Wgn 2WD	M5	120	4
22	27	Chrysler Town & Country Wgn	L3	152	4
22	28	Volvo 240DL/240GL Wgn	M5	141	4
22	29	Volvo 740/760 Wgn	M4	141	4
21	28	Buick Centry Wgn	L3	151	4
21	28	Oldsmobile Cutlass Cruiser	L3	151	4
21	25	Volvo 240DL/240GL Wgn	A4	141	4
21	28	Pontiac 6000 Wgn	L3	151	4
20	25	Nissan Stanza Wgn 2WD	L4	120	4
20	23	Peugeot 505 Station Wgn	L4	120	4
20	26	Volvo 740/760 Wgn	L4	141	4
20	25	Volvo 740/760 Wgn	M4	141	4
19	24	Chevy Celebrity Wgn	L3	173	6
19	27	Chevy Celebrity Wgn	L4	173	6
19	28	Chevy Celebrity Wgn	M5	173	6
19	24	Buick Centry Wgn	L3	173	6
19	27	Buick Centry Wgn	L4	173	6
19	24	Oldsmobile Cutlass Cruiser	L3	173	6
19	27	Oldsmobile Cutlass Cruiser	L4	173	6
19	24	Chrysler Town & Country Wgn	A3	135	4
19	25	Audi 5000S Wgn	M5	136	5
19	22	Peugeot 505 Station Wgn	L4	131	4
19	24	Pontiac 6000 Wgn	L3	173	6
19	27	Pontiac 6000 Wgn	L4	173	6
19	28	Pontiac 6000 Wgn	M5	173	6
19	22	Volvo 740/760 Wgn	A4	141	4
18	24	Toyota Cressida Wgn	L4	168	6
17	25	Audi 5000CS Quattro Wgn	M5	136	5
17	22	Audi 5000S Wgn	A3	136	5
16	24	Oldsmobile Custom Cruiser	L4	307	8
		Large Station Wagons			
17	27	Lincoln-Mercury Grand Marquis Wgn	L4	302	8
17	27	Ford LTD Crown Victoria Wgn	L4	302	8
16	24	Chevy Caprice Wgn	L4	307	8
16	24	Buick LeSabre/ Electra Wgn	L4	307	8
16	24	Pontiac Safari Wgn	L4	307	8
		Small Pick-Up Trucks			
21	27	Chevy S10 Pickup 2WD	L4	151	4
21	27	GMC S15 Pickup 2WD	L4	151	4
21	24	Mitsubishi Truck 2WD	A4	156	4
21	24	Toyota Truck 2WD	M5	144	4
20	26	Dodge RAM50 2WD	M5	156	4
20	26	Mitsubishi Truck 2WD	M5	156	4
20	25	Nissan Truck 2WD	L4	146	4
19	23	Isuzu P/Up-4WD	M5	138	4
18	24	Ford Ranger Pickup 2WD	L4	179	6
18	22	Ford Ranger Pickup 2WD	M5	179	6
18	23	Chevy S10 Pickup 2WD	M4	173	6
18	24	Chevy S10 Pickup 2WD	M5	173	6
18	23	GMC S15 Pickup 2WD	M4	173	6
18	24	GMC S15 Pickup 2WD	M5	173	6
17	22	Ford Ranger Pickup 4WD	L4	179	6
17	19	Chevy S10 Pickup 2WD	L3	173	6
17	24	Chevy S10 Pickup 2WD	L4	173	6
17	19	GMC S15 Pickup 2WD	L3	173	6
17	24	GMC S15 Pickup 2 WD	L4	173	6
17	20	Nissan Truck 2WD	L4	181	6
16	20	Nissan Truck 2WD	M5	181	6